

FIG.2

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图 22220 = 22220

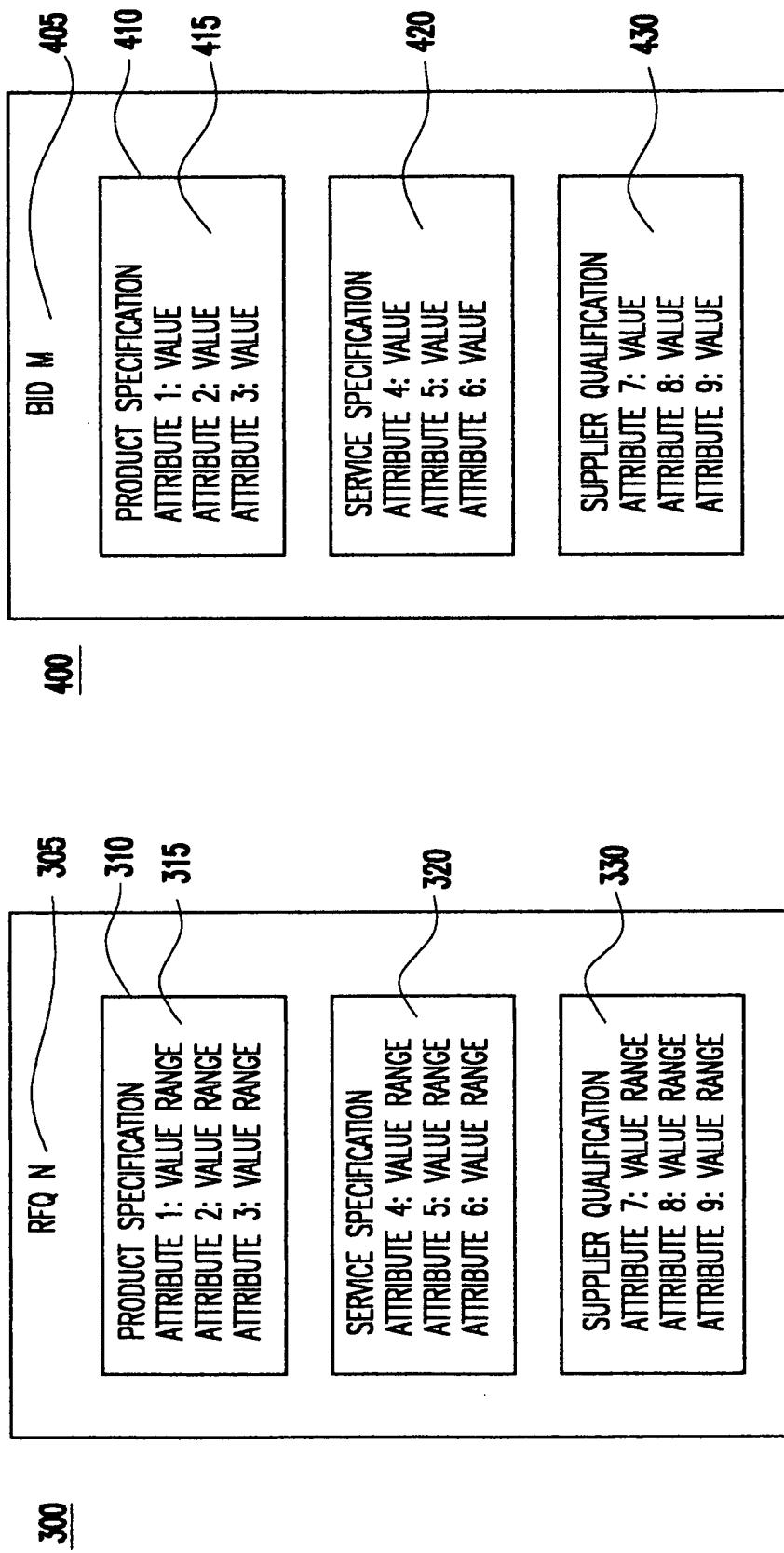


FIG.3

FIG.4

TELECOM = 321531560

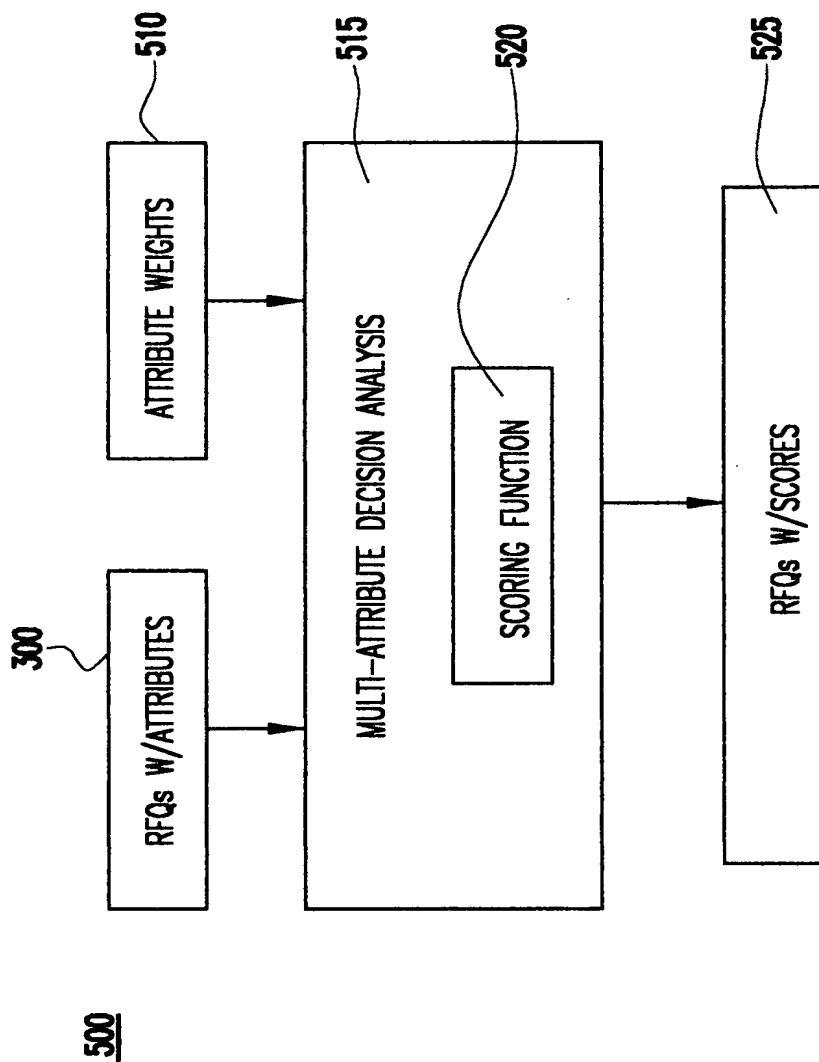


FIG.5

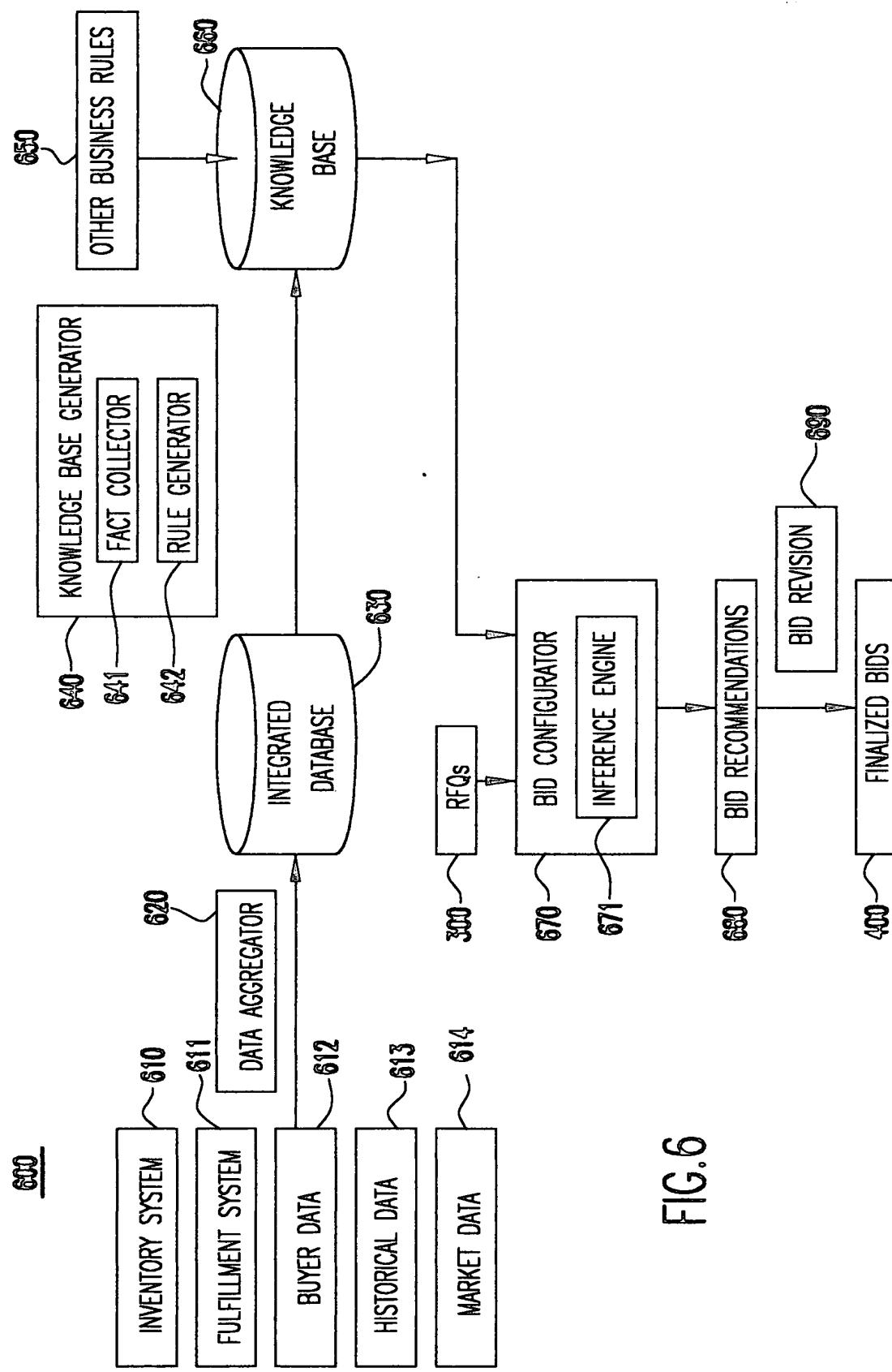


FIG. 6

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700 710

RULES FOR PRODUCT SPECIFICATION

- 711 IF A PRODUCT/SERVICE'S GROSS MARGIN >50%, THEN GIVE THE HIGHEST PRIORITY TO IT AMONG ALTERNATIVES.
- 712 IF A PRODUCT/SERVICE'S GROSS MARGIN < 35%, THEN GIVE THE LOWEST PRIORITY TO IT AMONG ALTERNATIVES.
- 713 IF A PRODUCT'S ON-HAND INVENTORY > 4 WEEKS IN SUPPLY, THEN GIVE THE HIGHEST PRIORITY TO IT AMONG ALTERNATIVES.
- 714 IF A PRODUCT'S ON-HAND INVENTORY <2 WEEKS IN SUPPLY, THEN GIVE THE LOWEST PRIORITY TO IT AMONG ALTERNATIVES.
- 715 IF A BUYER'S REPUTATION RATE IS BETTER THAN 4, THEN APPLY 3% DISCOUNT RATE.

FIG.7

RULES FOR SERVICE SPECIFICATION

- 721 IF A BUYER'S REPUTATION RATE IS BETTER THAN 3, THEN ADD A YEAR TO THE STANDARD WARRANTY PERIOD.

720

RULES FOR BUYER QUALIFICATION

- 731 IF A BUYER'S STOCK VALUE HAS DECREASED MORE 50 % IN THE LAST 1 YEAR, THEN ASSIGN THE LOWEST PRIORITY TO ITS RFQ.

SELLING POLICIES

- 740
- 741 LIMIT THE MIN/MAX NUM OF BUYERS.
- 742 NO BUYER RECEIVES MORE THAN 40% OF THE BUSINESS.

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GROSS MARGIN (PRODUCT X) = 45%	805
GROSS MARGIN (PRODUCT Y) = 15%	810
ON-HAND INVENTORY (PRODUCT Z) = 3 WEEKS IN SUPPLY	815
ON-HAND INVENTORY (PRODUCT W) = 2 WEEKS IN SUPPLY	820
REPUTATION RATE (BUYER X) = 4	825
REPUTATION RATE (BUYER Y) = 2	830
STOCK VALUE(BUYER W) = 57	835
SUPPLIER RELATIONSHIP (BUYER Z) = 10 YEARS	840
STOCK MARKET INDEX(MARKET X) = 7251	845
AMOUNT OF DEALS IN 2000 (BUYER A) = \$327,250	850
BID SUBMISSION DUE (RFQ X) = MARCH 31, 2001	855
SOFTENING POINT (RFQ Y) = (300,350) DEGREE IN KELVIN	860

FIG.8